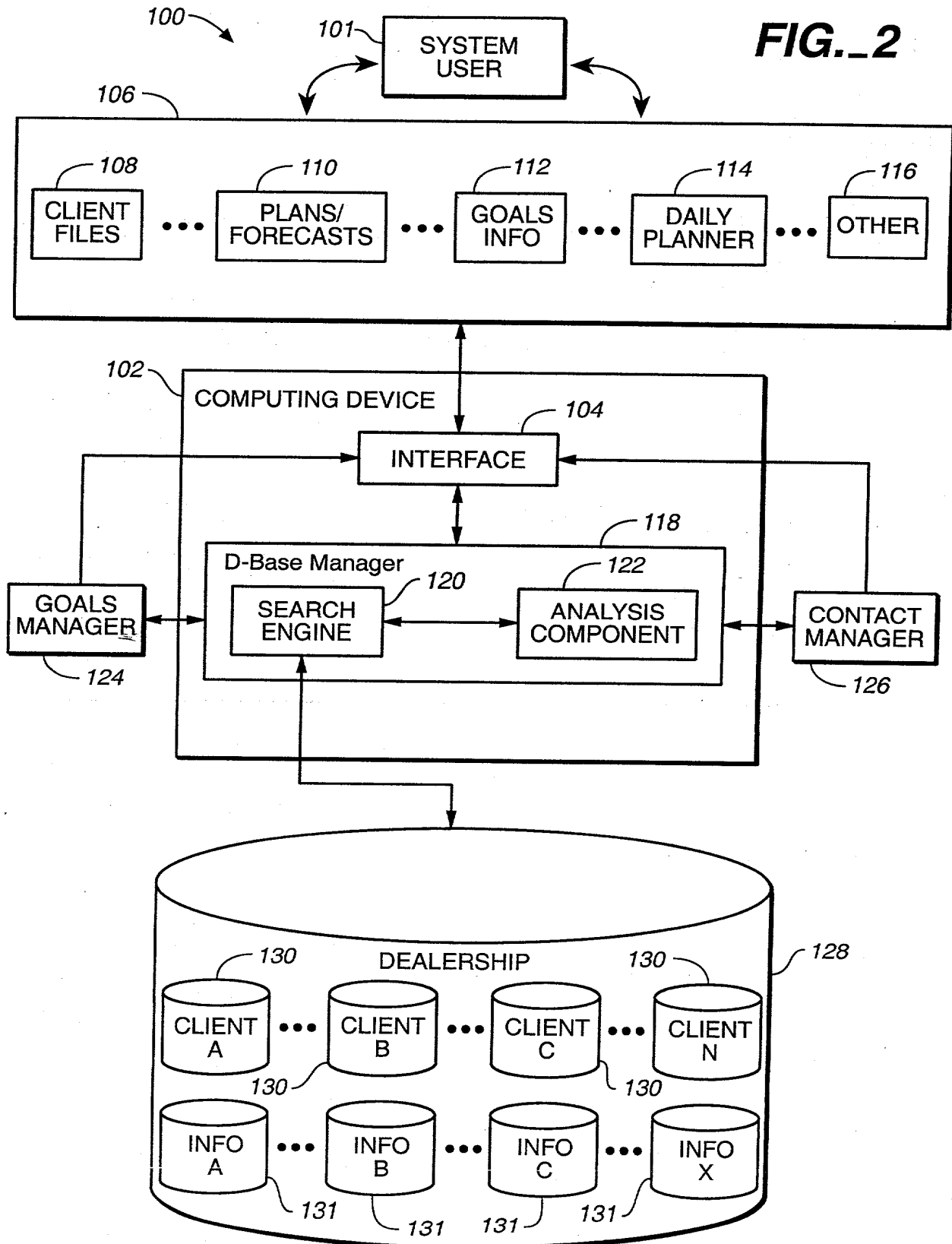
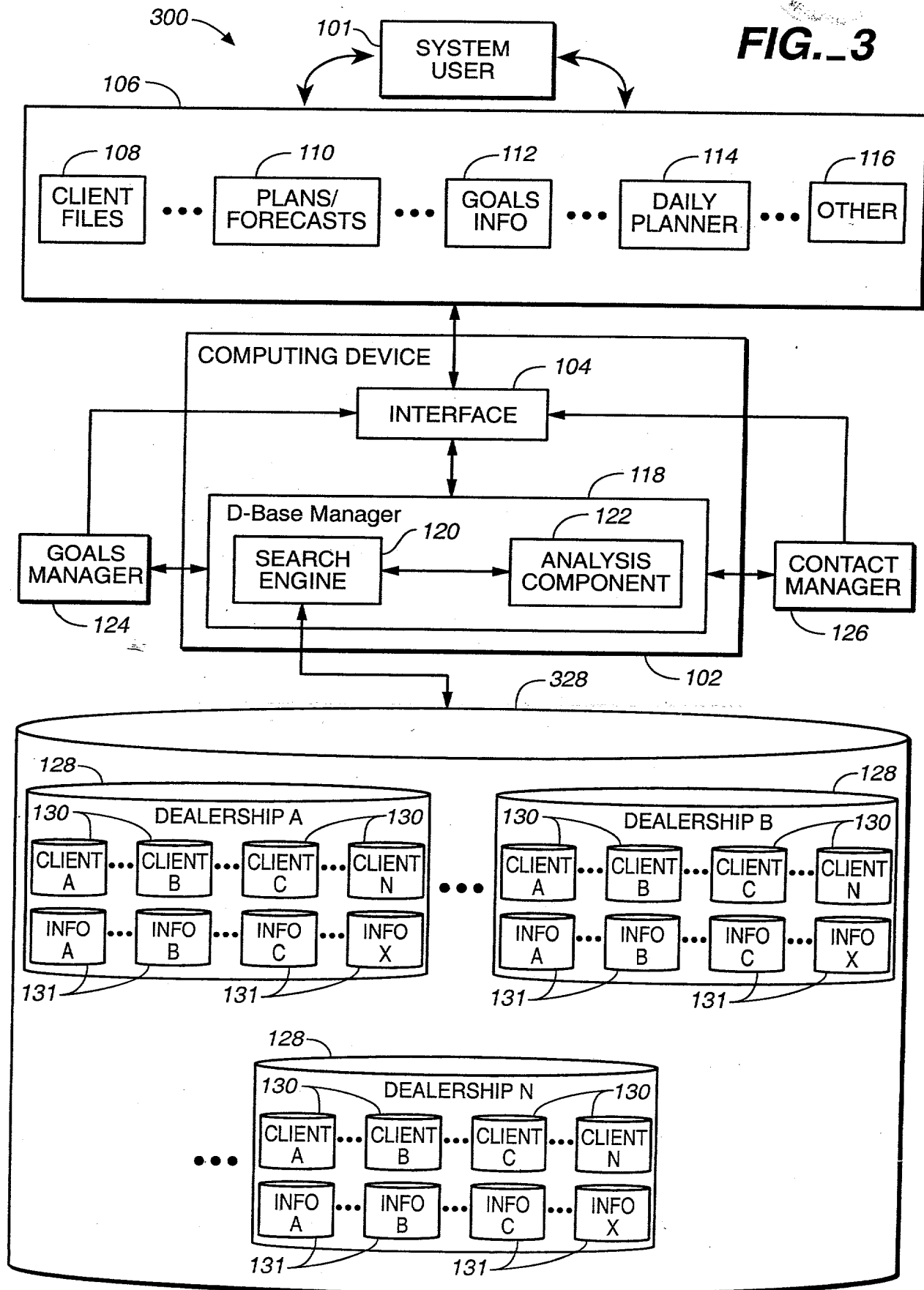
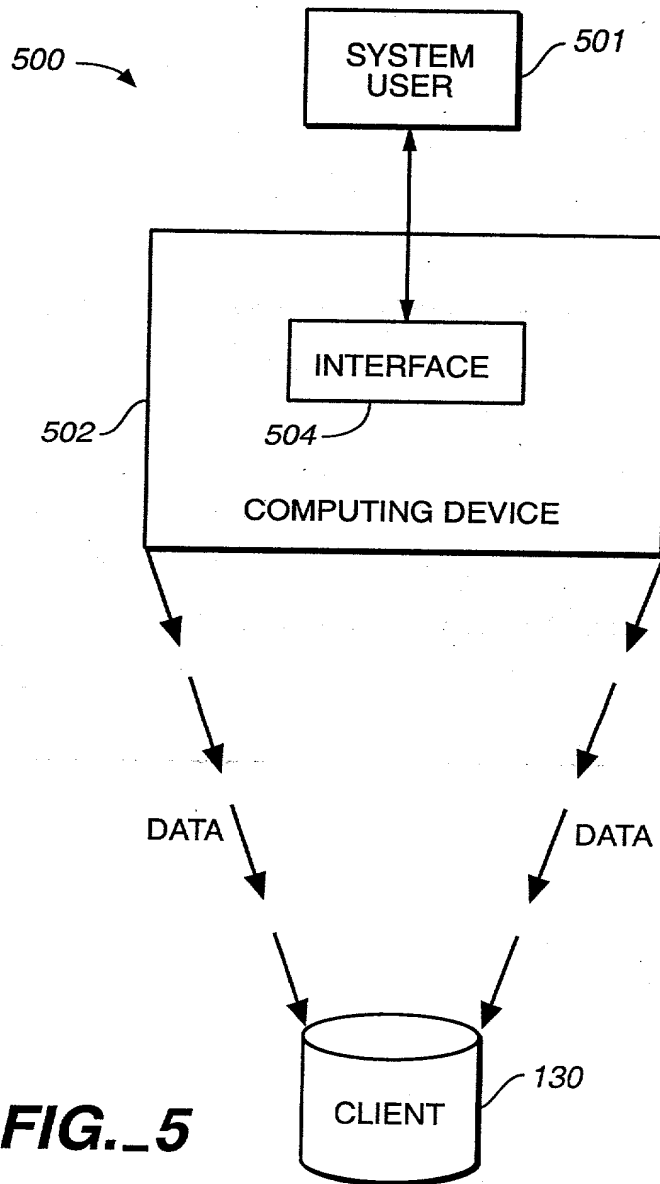


**FIG. 2**

**FIG. 3**

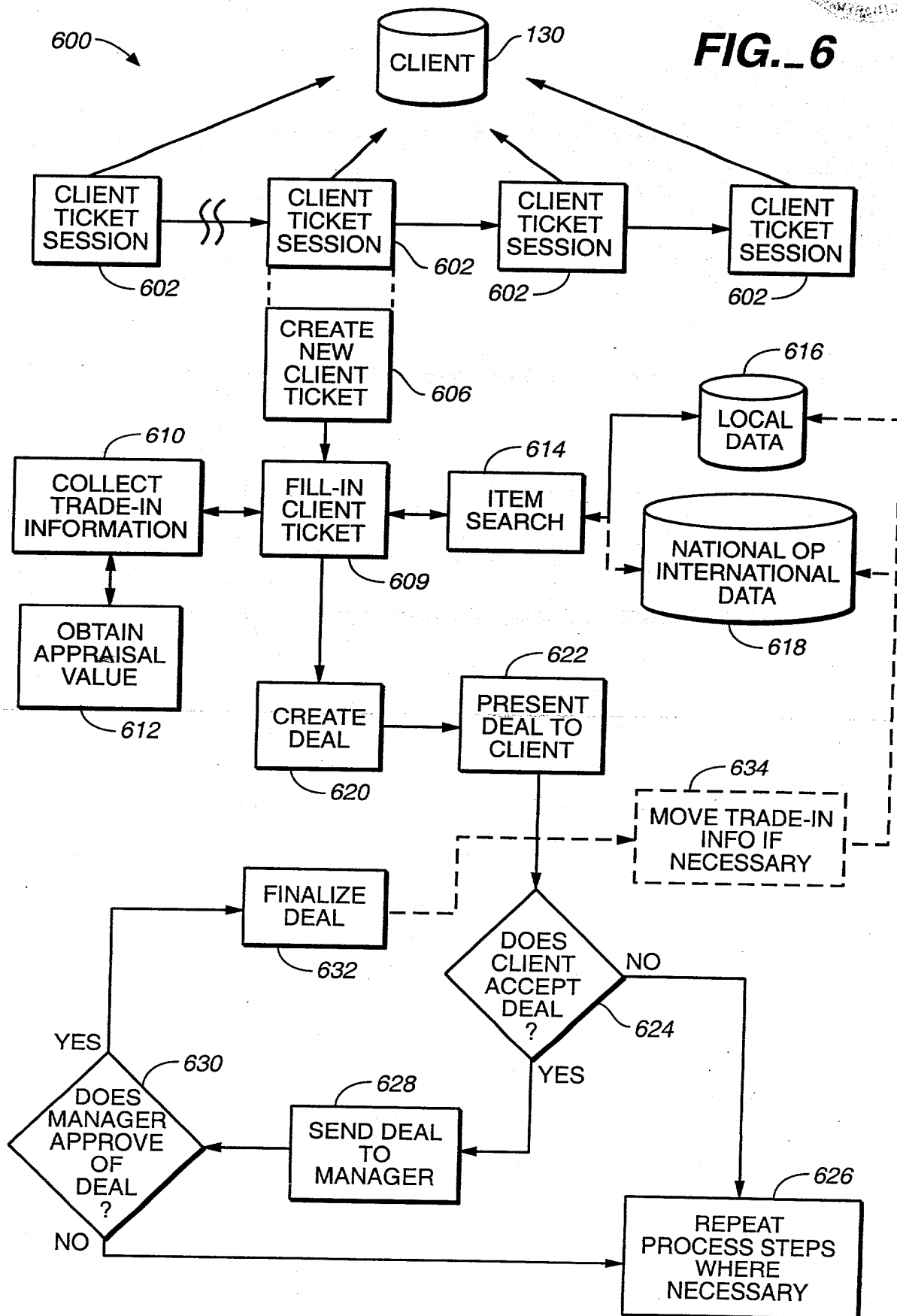
400 



**FIG. 5**

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FIG. 6



Client Ticket-Microsoft Internet Explorer

File Edit View Favorites Tools Help [Send]

Back Forward Stop Search Favorites History [Go] [Links >>]

Address http://www.autoclick.com/ClientTicketTools/ClientTicket.asp?ClientTicketID=1&ClientID=-1

SUPPORT | CONTACT US | HELP | LOGOUT

---

**AUTOCLICK.com** FOR Brad Kennan@Starter Dealership

Create a New: [Icon] [Icon] [Icon] Find: [Text Box]

NEW CLIENT TICKET FOR [Icon]

CLIENT INFORMATION - Search | Create New Client

Company: [Text Box]

First Name: William [Text Box]

Last Name: Kennan [Text Box]

Home Address: [Text Box]

E-Mail Address: [Text Box]

Work Phone: [Text Box]

Home Phone: [Text Box]

Fax: [Text Box]

Mobile: [Text Box]

Instructions:

Enter client information that you would like to search on and then click "Search" or you can simply create a new client by entering in the required, in Red, information and then clicking "Create New Client."

NAVIGATE:

[Home] [Planner] [Inbox] [Clients] [Inventory] [Client Tickets] [Deals] [Sales Tools] [Admin]

RECENT:

[GREG & DEBBIE DENHOLM] [DEAL #11174] [CT #11202] [DELBERT BECKER] [BRAD BENTON]

Done [Internet]

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FIG. 7

Editing-Microsoft Internet Explorer

EDITING CLIENT - Save | Save and Close | Save and New | Close

**Personal Information:**

First Name:

Middle Name:

Last Name:

S.S. #:

Title:

Company:

Salesperson:

Status:

BirthDate:

Anniversary:

Exclude from Mailings: ☒

**Home Address: Copy to Mailing Address**

Street:

City:

State:

Postal Code:

**Mailing Address: Copy to Home Address**

Street:

City:

State:

Postal Code:

Email Address:

**Phone Numbers:**

Home Phone:  Extension:  Best time to call:

Work Phone:

Fax:

Mobile:

Pager:

Note:

Note: Only either a First or Last Name or Company Name are required.

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FIG.-8



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Client Ticket-Microsoft Internet Explorer

File Edit View Favorites Tools Help [Send]

Back Forward Stop Search History Favorites [Go] [Links >>]

Address http://www.autoclick.com/ClientTicket.asp?ClientTicketID=10329&EmployeeID=5

---

**AUTOCLICK.com** for Brad Kennan@Starter Dealership

SUPPORT | CONTACT US | HELP | LOGOUT

---

Create a New: [Car] [Truck] [SUV] [Find:]

CLIENT TICKET #10329 FOR BRAD KENNAN

⚠ This Client Ticket is over 24 hours old, and cannot be changed.

**CLIENT TICKET INFORMATION** View [General] [Extended Information]

Created On: 10/12/2000 10:40

Status: In: [ ] Out: [ ] Why did they contact us? -Edit What did they do? -Edit

Salesperson: [Salesperson, [ ]]

Type: [In Store]

Weather: [Sunny]

---

**ITEMS INTERESTED-IN**

Stock #	Year	Make	Model	Color	List Price	Age
[Remove] [ ] VT5353	1995	Chevrolet	Blazer		\$13800	1535 days
[Remove] [ ] VT5353	1995		PICK-UP 4WD		\$	1535 days

---

**TRADE-INS**

Stock #	Year	Make	Model	Color	ACV
[Remove] [ ] VV1236	1996	BMW	3-Series		\$12300

---

NOTE

---

Done

---

NAVIGATE:

- Home
- Planner
- Inbox
- Clients
- Inventory
- Client Tickets
- Deals
- Sales Tools
- Admin

RECENT:

- DEAL #11396
- DEAL #11174
- CT #11202
- DELBERT BECKER
- BRAD BENTON

FIG.-9

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Creating New Item—Microsoft Internet Explorer

**EDITING ITEM** — Save | Save and New | Save and Close | Close

Source: <-Source-> Transmission Type: ☒ Automatic ☐ Standard

Status: <-Status-> Description:

Location: (-Select A Location-) Engine Type: ☒ Gas ☐ Diesel

Classification: (-Select A Classification-) Engine Size:

Stock Number:  Condition: <-Condition->

Year: <-Year-> Mileage:

Make: <-Manufacturer-> Interior Color:

Model: Please select Manufacturer Exterior Color:

Model Code:  Trim:

VIN Number:

**PRICING INFORMATION** — Save | Close

List Price: \$  Cost / ACV: \$

Markup: \$  Average Wholesale: No Values Set

Average Retail: No Values Set

**FINANCING INFORMATION** — Save | Close

Amount Financed: \$  Financing Type: (-Select A Type-)

Term:  Months Payment: \$

Replacement Date:  Rate:  % Residual:  %

Loan Pay-off: \$  Good Until:  mm/dd/yyyy

Financing Note:

**BOOK VALUES** — Save | Close

**Black Book:**

Retail:		Wholesale:		NADA:	
Clean: \$	<input type="text"/>	<input type="text"/>		Retail: \$	<input type="text"/>
Average: \$	<input type="text"/>	<input type="text"/>		Trade-In: \$	<input type="text"/>
Rough: \$	<input type="text"/>	<input type="text"/>		Loan Value: \$	<input type="text"/>

**Kelly Blue Book:**

Retail: \$	Wholesale: \$
<input type="text"/>	<input type="text"/>

FIG. 10

Inventory-Microsoft Internet Explorer

File Edit View Favorites Tools Help [Send]

Back Forward Stop Reload Home Address <http://www.autoclick.com/ItemTools/InventoryView.asp?InventoryView=&ViewType=Inventory&EmployeeID=5&StockID=58> Go Links >>

**AUTOCCLICK.com** FOR Brad Kennan@Starter Dealership

SUPPORT | CONTACT US | HELP | LOGOUT

Create a New: Find: [ ] [Car Icon]

VIEW ☒ INVENTORY ☐ LOCATES ☐ DEALER TAGS

(CLEAR) (SEARCH)

Stock #	Year	Make	Model	Source	Status	Age
[Edit] [Delete] VV1236	1996	BMW	3Series	<-Source>	Stock	76
[Edit] [Delete] BM1402c	1995	Chevrolet	Suburban		Stock	146
[Edit] [Delete] tb78762	2000	Volkswagen	Cabriolet		Stock	195
[Edit] [Delete] i0483	2000	Chevrolet	C/K 1500	LI Pewter	Stock	198
[Edit] [Delete] T0591	2000	Chevrolet	C/K 3500	WHITE	Stock	205
[Edit] [Delete] S0623	2000	Oldsmobile	Intrigue		Stock	205
[Edit] [Delete] T0591	2000	Chevrolet	C/K 3500	FROST WHITE	Stock	205
[Edit] [Delete] bm2006	1996	Jeep	Wrangler		Stock	205
[Edit] [Delete] BM2000	2000	Chevrolet	Camaro		Stock	205

VIEWING PAGE 1 OF 130 GO TO PAGE 2 [Go]

NAVIGATE: [Home] [Planner] [Inbox] [Clients] [Inventory] [Client Tickets] [Deals] [Sales Tools] [Admin]

RECENT: [DEAL #11396] [DEAL #11174] [CT #11202] [DELBERT BECKER] [BRAD BENTON]

Done Internet

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FIG..-11

**Deal-Microsoft Internet Explorer**

File Edit View Favorites Tools Help **Send**

Back Forward Stop Home Search Favorites History Print Print Preview Stop

Address <http://www.autoclick.com/DealTools/Deal.asp?DealID=11174&EmployeeID=5> Go Links >>

**Inbox**  
**Clients**  
**Inventory**  
**Client Tickets**  
**Deals**  
**Sales Tools**  
**Admin**

**RECENT:**  
**GREG & DEBBIE DENHOLM**  
**DEAL #11174**  
**CT #11202**  
**DELBERT BECKER**  
**BRAD BENTON**

**DEAL INFORMATION**

Deal Created On 12/8/2000 At 13:22  
 Deal Status: Active Comment:

**ITEMS INTERESTED-IN**

	Stock #	Year	Make	Model	Color	List Price	Age
<input checked="" type="radio"/> Edit	992	2000	BMW	7-series	black	\$64,000.00	211 days

WORKSHEET		BUY ORDER	
Cost:	\$61,000.00	Total Cars and Accessories:	\$64,000.00
Mark-Up:	\$2,000.00	Total Trade-In or Discount:	\$1,000.00
Total:	\$63,000.00	Difference:	\$63,000.00
Accessories:		Administrative Fee:	\$0.00
Total Accessory Cost:	\$0.00	Service Contract:	\$0.00
Total Accessory List:	\$0.00	SUBTOTAL:	\$63,000.00
Total w/Accessories Cost:	\$63,000.00	Sales Tax: 5.75%	\$3,622.50
Total w/Accessories List:	\$64,000.00	Gas Guzzler Tax: 0.00%	\$0.00
Sub-Total ACV(s):	\$0.00	Luxury Tax / Other: 0.00%	\$0.00
Raise ACV:	\$0.00	TOTAL:	\$66,622.50
Total ACV:	\$0.00	Balance Owed on Trade:	\$0.00
Total w/Accessories Cost:	\$63,000.00	Deposit:	\$0.00
Trade Allowance:	\$0.00	Rebate:	\$0.00
Difference:	\$63,000.00	BALANCE DUE:	\$66,622.50

**LEASE CO. LOGO**

Done Internet

FIG. 12

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**Presentation Screen—Microsoft Internet Explorer**

---

**Vehicle Information**

Location: Starter Dealership  
Year: 2000  
Make: BMW  
Model: 7-series  
Model Code: 740i  
VIN Number: 12345678901234567 No Graphic Available  
Mileage: 0  
Options:  
Interior Color: black  
Exterior Color: black  
Trim: leather

Transmission: Automatic  
Speeds: 0  
Engine Type: Gas  
Engine Size: 6

---

**Deal Information**

List Price: \$64,000.00  
Trade Allowance / Discount: \$1,000.00

---

**Difference: \$63,000.00**

---

**FIG. 13**

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**Finalize Deal-Microsoft Internet Explorer**

**FINALIZE THE DEAL – Cancel**

**FINANCING INFORMATION FOR SOLD VEHICLE [1992]**

Financing:	Lease	Term:	36	Months			
Rate:	0	%	Residual:	0	%	Payment:	\$0.00
Replacement Date:							

**DISTRIBUTE ACV DISCOUNT:**

Total ACV Discount to Distribute:	\$0.00
Remaining to Distribute:	\$0.00

**Finalize Deal**

**Note:** To finalize the deal, edit the list prices for the trade-ins and complete the financing information about the item that is being sold. Then if you have any Additional ACV to distribute, make sure to distribute it to the appropriate trades and then click the FINALIZE DEAL Button.

FIG.\_14

Dashboard—Microsoft Internet Explorer

File Edit View Favorites Tools Help Send

Back Forward Stop Search History Favorites

Address http://www.autoclick.com/Dashboard.asp?EmployeeID=5

Go Links >>

**AUTOCCLICK.com** FOR Brad Kennan@Starter Dealership

SUPPORT | CONTACT US | HELP | LOGOUT

Create a New: Find:

MY HOME

NAVIGATE:

- Home
- Planner
- Inbox
- Clients
- Inventory
- Client Tickets
- Deals
- Sales Tools
- Admin

RECENT:

- GREG & DEBBIE DENHOLM
- DEAL #11174
- CT #11202
- DELBERT BECKER
- BRAD BENTON

CLIENTS ☒ Active ☐ Managed ☐ All

Name	E-Mail Address
+ Dakan, Mike and Kayleen	swallace@columbus.rr.com
+ Deaver, Scott	swallace@columbus.rr.com
+ DENHOLM, GREG and DEBBIE	swallace@columbus.rr.com
+ Dent, Buck	
+ DROSTE, Cheryl	swallace@columbus.rr.com
+ DROSTE, Cheryl	swallace@columbus.rr.com
+ DUNKEL, GARY	swallace@columbus.rr.com
+ Dunlap, John And Kim	swallace@columbus.rr.com
+ Eversole, Bob	swallace@columbus.rr.com
+ Ferguson, Charles	swallace@columbus.rr.com

VIEWING PAGE 1 OF 9 GO TO PAGE 2

MY APPOINTMENTS

Today	Test Appointment
13:00 - 13:30	

MY TASKS

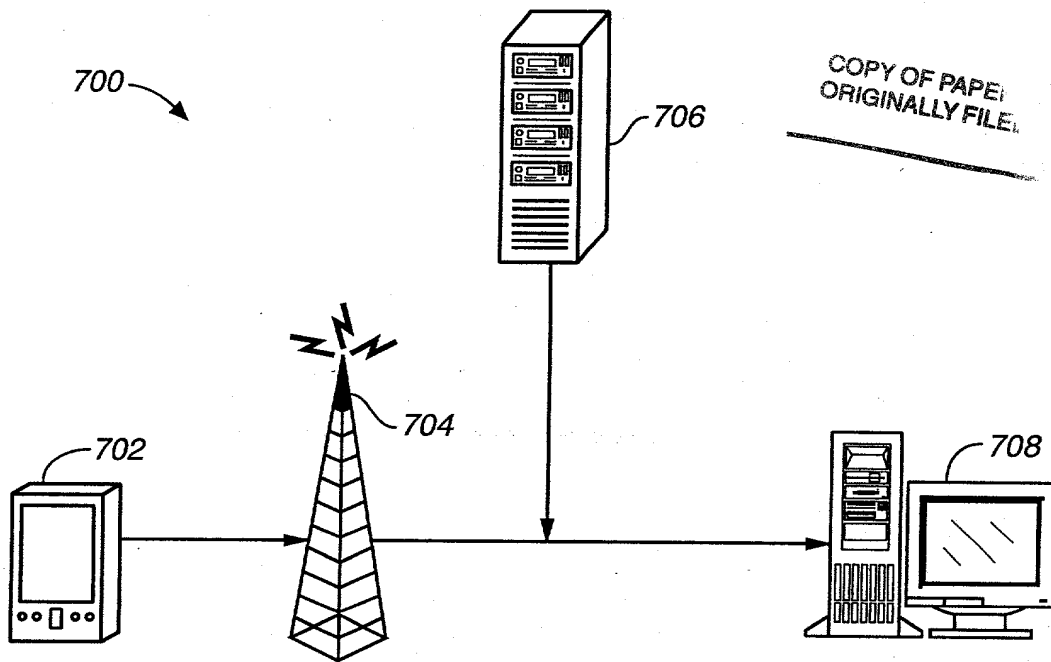
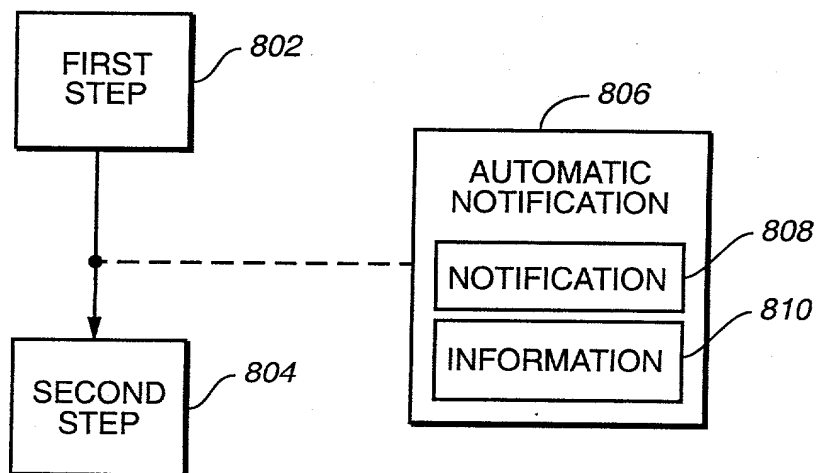
- ☐ Test Task (12/27/2000, )

Done

Internet

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FIG. 15

**FIG. 16****FIG. 17**